



**HYBRID FORMAT VIA ZOOM
DUE TO COVID-19**

**Airport Advisory Board Meeting
Thursday, October 20, 2022 9:00-10:00 am**

Zoom info below

MINUTES

Advisory Members – Present

Jon Word, Chair

Fred DeGuio

Marc Limmany

William Ferguson

Anthony Gallegos

Dr. Marie Lobo

Jay Carrizales

Advisory Board Members – Absent

City Personnel & Guests

Richard McCurley

Brian Boyd

Peter Pierotti

Hartwell Briggs

Jonathan Small

Manny Manriquez

Dan Jiron

David Galdony

Janet Aranda

Josh Castellano Gonzalez

Diana Lopez

Guests

Tim Gorman

- I. Call to Order – Jon Word, Chair @ 9:02 am
- II. Changes/Additions to Agenda – Jon Word
 - a. Take off agenda item on-going business - Jon's access control nomination; motion approved
- III. Approval of Board Meeting Minutes (9/15/22) – Jon Word
 - a. Circulated to Board 10/13-18/22; motion to approve, second, no objections motion carries
- IV. Reports
 - a. Reports/Updates – Richard McCurley, Director
 - i. Michael Sikinger – recognized as Mayor's Glowing Employee of the Year.
 - ii. Balloon Fiesta successful; good feedback TSA flow; maximum delay 20 minutes
 1. Concessions busy; some concessions had record days; additional revenue
 2. Jonathan - passenger levels exceeded TSA projections
 3. September increase; August at 94.79% vs 2019. Continued pilot shortage; routes held back
 4. Load factors will be shared; 11 days in 5K range; 5 days above 2019 #s 7640; enplanements 8676; first time 9K mark since Covid; 9 days of 9K; couple days upcoming today and tomorrow 9K #s; 16 days above 8K mark this month; good #s in October; still showing 9K #s



- iii. Concessions project on target; worked out 11/1 capture Tia Juanita's for demo (wall going up); relocating IT team members to new location; target by end of next week
- iv. Emergency Power Project (ERP); emergency generators on schedule for 3/23; may finish earlier; Jan-Mar
- v. PC Air replacement units received and waiting until after Balloon Fiesta; installed 6 units; 24-hour turn-around; 10 hr. days; 3-4 units per week
- vi. Passenger Boarding Bridge; in process of design; 10/25 mtg 90%; target bids end of November; first couple weeks December to meet FAA deadline
- vii. Bus charging station; receive buses in November; Josh returned from Alabama; inspected buses; look nice; super quiet; helps with sustainability efforts
- viii. Cell lot relocation on target; down to permitting on design discussions
- ix. Monument site project; conceptual design; schematic work
- x. DeGuio what about moving Cavalcade area
 - 1. Richard - yes will include DeGuio on design; making equivalent cabinet space available; will include Cavalcade on design; food on nonsecure side; will have coffee shop, sandwich, something lite; evaluated sq. footage Tia Juanita's and revenue didn't match; small retail shop also; downstairs additional vending machines; looking at more robust style
- b. Operations Overview – Brian Boyd, Deputy Director
 - i. Airfield Project Updates
 - 1. Finished hotspots project; moving along on west side w/alpha 2 over; cargo ramp move on time; moving forward w/project DEII; redo re-pavement in front of BCSO hangar/BODE; cleanup and seal
 - ii. Mylo Moraga – DEII – retired; BB currently on call Richard Baros temporary manager
 - iii. DeGuio fly in last month; 3K folks by end of day; Brian successful event
- c. Finance, Josh Castellano-Gonzalez
 - i. Alabama update; electric buses; new thing is hydrogen buses
 - ii. 33% of budget; 35% revenue budget; conservative approach in Dec; overall expenditures in line and maybe lower side; electricity bill delayed; city just gave out one time pay (retention)
 - 1. Marie - are projections taking into account expectation of another variant surge in Covid; starting in Nov/Dec timeframe; expected to be significant; Josh conservative; since running ahead; any fluctuation will be projected; if traffic lapses maybe problem; we still have \$23 million Cares grant that we are still trying to draw down; grants good until 2025; can be used for any lawful airport expense; CARES and ARBA; we usually use for payroll; CARES funding is for cleaning; custodial, salaries, can't use on capital; can do amendment and don't think FAA will go thru process; are we protected against covid; answer **yes**; Graph review; recovery money DeGuio; Dubuque Iowa; using money to use on ????? Josh – I don't know
- d. Peter Pierotti, Associate Director – No Agenda Items
- e. Business Development – Manny Manriquez
 - i. Timeline renovation; in discussion on phasing process; TSA new food hall, T-connector; model airplane exhibit part of the discussion to speak to Deguio's comments
 - ii. Air Service Development update (key take-aways from Routes World meetings) – Sat-Wed; met with #10 airline partners; Spirit, Bianca (Columbian); West Jet (Calgary); Allegiant; SWA, JetBlue, United, American and Copa (Panama);



meetings went well; the nature of discussion current and those who do not serve our market; but discussed passenger service and cargo; educate about our market; w/current partners centered understanding their strategy as they build back their business in recovery; what strategic considerations are they taking into account and changes impact; all pretty happy with ABQ market; expressed success during Balloon Fiesta this last year; can expect a good announcement from SWA about service 4/23-July; TBD; strong performance they saw w/Burbank route; American, United holding steady; small adjustments; added flights during Balloon Fiesta; Sun County Airlines potential partner for seasonal; we can only service at certain times of year; JetBlue temporarily pulling route to JFK; when returns, want to maintain throughout year; attributable to pilot shortage; potential to add another flight in day to JFK;

1. Jay- Spirit; did they talk about combining; Manny elusions to acquisition, but it's a years long process; Spirit will continue to act as independent party; mainly focused on current service to Las Vegas and opportunity in near- medium term; not a clear guide path to acquisition; JetBlue needs to make a strong case how increase competitiveness in industry; Deguio, Ft Myers free up pilots; Manny near term adjustments mentioned; nothing that impacts Albuquerque;
- iii. Deguio Alaska bring back Seattle flight; SWA brining San Antonio flight back Nov./Dec; will be every Saturday; American Airlines drop LA flight Nov; one Phoenix flight away Nov/Dec and back in Jan
- iv. Introduction of Dan Jiron, taking lead on air service development and backup on other items, Business Development; support renovation project; communications
 1. Dan Jiron -; started as PIO, marketing; and air service; success 2013 added Jet Blue, Alaska, Frontier, Allegiant
 2. Grid presentation
 - a. Load factor; data behind 3 months; looking at other data sources for more real time; steadily increased this year; good load factors when compared to seat capacity; looking to get more real time data; Marie what type of load factors before pandemic; Dan - saw trend after 08 when financial issue occurred; before that airlines were doing more frequencies; load factors lower, ungauged aircraft; typically in the 80s ; fewer frequency larger aircraft and load factors went up; Deguio United slowly replacing RJ with mainline jet
- v. Renovation Project - opening phase of demo/construction set for early to mid-November
- vi. PR/Marketing updates - Jonathan Small
 1. Intro – Diana Lopez – Marketing Coordinator-
 2. UNM partnership announcement; press event successful; well represented on both sides; Mayor Keller, our exec team; Anthony great to be part; UNM out with stokes?? Eddie Nunez, mascots, cheerleaders
 3. United NM partnership started in March; season ending
 4. Current art exhibit in great hall and third level, Balloon museum “Up up and Away” here for 13 months, exiting first week of Nov; new exhibit much smaller, shorter term on mobile gallery; traditional Spanish art; local artists; second week of Nov; short window with no exhibit
 5. Out of market and local market campaign continue; focus on holiday travel; large focus communications concessions RFM?; plan community



outreach events in variety of formats; launching “doing business” campaign; signage temp walls up in Nov.; Deguio update website; maps showing Allegiant; signage Hartwell working w/David; Jonathan will update terminal maps; still shows Tia Juanita’s still open; DeGuio - Michael pointed out Cavalcade on map, but would like to include in Sunport arts link; currently list but will enhance exposure on website; maybe a narrative; Jonathan we can link from terminal maps to show that location; Deguio connected with ??? guy;

- 6. DEll Fly in (inaudible); social media did a recap post; successful
- 7. Jon word – mini Meow Wolf; possibility of partnership; Marie has so many near things for kids; maybe sponsor children’s area? Jonathan, they do advertise (wrap busses); Jonathan - planning new exciting activity; presence is significant; will propose more interactive exhibit; no update on board photos
- 8. Will – outreach to city breaking bad; Manny - dept of Arts and Culture handle that; I'll keep folks posted; appreciate folks flagging ideas.

V. On-Going Business

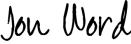
- a. Update - Board photos – Jonathan (print and update entryway/breezeway)
- b. Update – Deguio still reflecting United arrival flights 2 hours early –Patrick will work with United
- c. Peter – follow-up Strategic planning – detailed presentation
 - i. Update – progressing on 3 different levels 1) training online/in person 2) Tracy Perea on board in July; SOP being reviewed, modernize procedures; 3) Three-year strategic plan missions, values, inaudible????; on track by end of next year to put a plan in place to share process
 - 1. Jon we talked about it last time; seems like opportunity for board to be included in process; also work w/Manny; Manny – we can set up briefing on renovation; would be good to have you as ambassadors as our eyes from the field; Peter - will come up with something

- VI. New Business: Deguio - update on Las Cruces flights; Richard did they get with us on pricing; rates and charges submitted to them; Advanced Air
 - a. Marie looking at passenger boarding bridges in a new light when traveling, Covid persisting November/December timeframe

VII. Visitors Comments/Questions:

VIII. Next Meeting Date: November 17, 2022, 9:00 am hybrid

Motion to adjourn, passed 9:57 am

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11/21/2022 | 11:14 AM PST

Jon Word, Chair

Date